

ONTARIO CHAMBER OF COMMERCE, INC.
P.O. Box 100, Ontario, NY 14519-0100 – (315) 524-5886

Officers: (terms expire in 2016)

Donna Burolla, President (315) 524-8286
Sherry Verstraete, V.P. (585) 820-8801
Jim Switzer, Treasurer – (585) 750-2277
Cheryl Legg, Secretary – (585) 315-0935



Board of Directors: (3 year terms)

Brian Natale - 2019
Sue Yantch - 2018
Carolyn Grimm – 2017
Ray Cedruly, Community Liaison
(585) 734-5526

Website: www.ontarionychamber.org

[Like Us on Facebook.com/ontarionychamber](https://www.facebook.com/ontarionychamber)

~Travel, community, and tourism information is located in the display racks, sponsored by the Ontario Chamber, in the Ontario Town Hall and Library foyer, 1850 Ridge Rd., Ontario, NY ~

Newsletter – September – October, 2016

Chamber Tours Headwater Food Hub



On August 29th the Ontario Chamber of Commerce were the guests of a business tour hosted by Headwater Food Hub, located at 6318 Ontario Center Road, Ontario, NY. Phil Bianchi, Marketing and Accounts Manager, was our tour guide and his enthusiasm and passion for his work was obvious. He explained the good Food Collective that follows the CSA (Community Supported Agriculture) model. This is where families and individuals sign up for an allotment of food to be delivered. This began with 100 members and has grown to 1400 members at the present time. They can pick from a spring, summer fall or winter share and have fresh vegetables, fruits, meats, and frozen items delivered. The wholesale portion of the business began in 2007 and includes such accounts as the University of Rochester; St. John Fisher College; Wayne Central School District; Rochester City School District; retirement institutions; and 50 Rochester and Ithaca restaurants plus some in the New York City area. The business name, Headwater Food Hub encompasses both aspects of the operation, CSA and wholesale. The goal is to always put the farmer first and help him be successful. They will pay the farmer \$.80 cents on the dollar where a distributor will pay only \$.20 cents. Headwater has 40-80 local farmers within a 45-mile radius of the food hub; the farthest being in the Adirondacks. The CSA provides the farmer with a captive market for their produce. Headwater also provides liability insurance for the farmer and supplies packaging materials in bulk, which can be reused.

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Pictured at left is Phil Bianchi holding a slab of pork belly ready to be made into bacon

(Headwater Tour, continued)

All farmers that Headwater deals with must use sustainable farming practices. They must follow Integrated Pest Management (IPM) methods that encourage natural pest control mechanisms and keep the use of pesticides at a reduced level to minimize risks to human health and the environment.

New things on the horizon include the expansion into adding a butchering facility and supplying all SUNY schools with organic ground beef. The chamber tour also viewed a chopping and washing room that will soon be open, dedicated for the processing of local lettuce. Mr. Bianchi advised that workers would be dressed in clean gowns; hairnets; etc. to ensure all health standards are met.

Some of the on-going renovations to the building included removing the large, cypress wood vats that use to hold sauerkraut when Victor Preserving occupied the building. Now the wholesale section is open with large sliding doors off the main corridor opening into sectioned off processing areas, some with refrigeration. Funding came from a grant from USDA and Wayne County Industrial Development.

Chris Hartman, President of Headwater Food Hub said the Ontario location was a good fit for the business. It is near Rochester, which is the main market area, plus it is near the farmers – the food source! Phil Bianchi agreed that the area has what is necessary for the next Silicon Valley for the food industry: good soil; an abundant source of water; plus a good work resource of people from the local area. Mr. Hartman said he looks forward to many more years operating Headwater Food Hub in Ontario and also looks forward to working with other organizations or companies in the food cluster industry that may be interested in moving to Ontario.

Headwater Food Hub employs 14 fulltime in a core group and during the busy season they add 6 to 8 additional employees. They have a fleet of seven, refrigerated vehicles for the transportation of produce. To participate in the CSA home delivery of produce you can contact Headwater Food Hub at (585) 281-3908 or sign up online at www.headwaterfoodhub.com.

The Ontario Chamber thanks Phil Bianchi and Chris Hartman for the courtesies extended to us and for hosting this tour. The business tour is a program that is held once a year to let the public know the history behind a business; what it does; and what it takes to operate it on a daily basis. If you would like to become involved with the Chamber of Commerce and help with this program and others, please contact the chamber office at (315) 524-5886 and leave a message.



Wholesale section of Headwater Food Hub



Fresh meat being received by Phil Bianchi at Headwater Food Hub

Chamber Community Scholarship Winner for 2016

Morgan Pevear is the recipient of the 2016 Ontario Chamber Community Scholarship. The scholarship is awarded to the Wayne Central graduate who has achieved the highest number in volunteer hours during their high school years. Morgan accumulated over 400 hours in volunteering with various Wayne Central organization. She is also a Girl Scout achieving the Girl Scout Bronze, Silver, and Gold Awards. She is the daughter of Brett and Disa Pevear. Future plans include attending Monroe Community School majoring in Business.

Welcome to New Businesses!

- Cornerstone Realty, owned by Paula Priest and son Luke, 2015B Ridge Road, Ontario, NY
- Haun Welding Supply, 264 NYS Rt. 104, Ontario has purchased Danes Welding Supply
- Heintzelman's Marinade Magic will soon be opening in the former Shea's Grill location on Knickerbocker Rd in front of LW Emporium

Nature Based Tourism

When: Tuesday, October 25, 2016

Time: 5 pm to 7 pm

Where: **Montezuma Audubon Center**

2295 State Rte. 89, Savannah, NY 13146

Networking and Snacks!

Featuring Speakers and Presentations from:

Audubon New York

NY Parks & Trails

NYS DEC

Trail Works, Inc.

US Fish and Wildlife Service
& More

Come and find out how outdoor recreation significantly drives economic opportunities.

Register at

<http://waynecountybusinesscouncil.com> or call the office and leave a message at

315-597-4468.

American Legion Plans Open House & Veterans Day Ceremony for 2016

Fire Suppression Update - *Added Funds Needed*

Gerald C. Lamb, Commander of the Meyers-Ingraham American Legion Post 428 reported that funds are still needed to install the fire suppression system. He thanked the community for previous donations, however there is still a shortage is \$1,400.00. The fire suppression system is necessary to upgrade the current kitchen to meet fire code requirements. The kitchen cannot be used until this happens.

The hall and kitchen are used for wedding and party rentals, community events, graduations, celebrations of life for a loved one, and awards banquets. It is also used for the Legion's programs such as providing a Christmas party for handicapped children. The rental fee for the hall provides revenue for the Legion and is used for upkeep of the building and property. Without the fire suppression system, these programs and uses are in jeopardy. If you would like to contribute, please make a check payable to The American Legion Post #428 and mark in the memo section, "Special Projects" and mail to The American Legion Post #428 PO Box 428, Ontario, NY, 14519. Your contribution is tax deductible. If you have questions about the project, please contact Gerald Lamb at email: meyersingraham@twc.com. **The veterans appreciate your support and what better way to help commemorate Veterans Day on Nov. 11, 2016!** The Veterans Day ceremony will be held at the Legion Post, 6180 Knickerbocker Rd. on Nov. 11th at 11 a.m. Also, an **open house** is planned for Nov. 12th from 2 – 6 pm for the public to see the renovations, a portion of which has been funded by the **Home Depot Foundation**. **ALL EVENTS ARE OPEN TO THE COMMUNITY. PUBLIC AND VETERANS ARE INVITED.** Website: www.nylegionpost428.com.

Support Your Local Food Pantry

Ontario Food Pantry Information – Referrals are needed from an agency or church. The Ontario Food Pantry serves Ontario residents only. For questions regarding a donation, please email Kathy King: kritterKathy@rochester.rr.com or call (315) 524-7938. Suggested donated items include (No expired/damaged items, please): Cereal, Rice/Pasta, Pork & Beans, Canned Vegetables, Canned Stew, Hash or Chili, Canned Spaghetti Products, Canned Tuna or Meats, Canned Assorted Fruit, Cans or Boxes of Soup, Tomato Sauce, Boxed Potatoes, Macaroni & Cheese, Saltine Crackers, Hamburger Helper, Peanut butter & Jelly, Jello-O or Pudding, Bars of Soap, Shampoo, New Toothbrushes, Bathroom Tissue, Laundry Soap, Dish Washing Soap.

Donations can be left at the following community donation sites:

American Legion Post Home, 6180 Knickerbocker Rd. (Stairwell of Entry)

Cam's New York Pizzeria, 2002 Ridge Road (Main Street)

Edward Jones Financial Advisers (Office, 6323 Knickerbocker Rd.

Konstantinou's Restaurant, 2030 NYS Route 104

Lyons National Bank, Tops Plaza

Local Churches

Ontario Town Hall & Public Library, Lobby Area, 1850 Ridge Rd.

Save-a-Lot Food Store, 1250 NYS Rt. 104, Ontario Plaza

Sue's Hair Trends, 2015 Ridge Rd.

Coming Community Events

October 1, Saturday – Heritage Square Arts & Craft Festival

Location: 7147 Ontario Center Rd., Heritage Square Museum, Ontario, NY

Time: 9 am – 3 pm; <http://heritagesquaremuseum.org>

Food; Bake Sale, Crafters & Vendors, Guided tours – Last weekend open for the season

October 8, Saturday – Lazzaro Performance, Inc. 3rd Annual Car Cruise and open house

Location: 1712 NYS Route 104; Time: 10 am – 3 pm

Food by Deb's Lunch Box, Live Radio DJ by Big Dog Country, Bounce House by Adventures In Climbing, Cars, Tractors, Trucks and more!

October 20, Thursday – Neighborhood Meet & Greet – Sponsored by the Friends of Main Street (B.I.D)

Location: PhotoCHICA Photography, 2011 Ridge Rd., Ontario; Time: 6:30 pm

Wine tasting provided by Konstantinou's Liquor Store; Greek food tasting by Konstantinou's Restaurant; Pizza and pop provided by Cam's Pizzeria. Public Invited.

Nov. 11, Friday – Veterans Day Ceremony – 11 am – American Legion Post #428, 6180 Knickerbocker Rd., Ontario, NY. Public Invited.

Nov. 12, Saturday – Holiday Craft & Vendor Sale, Casey Park, 6551 Knickerbocker Rd., Ontario, NY

Community Center Gym. Sponsored by the Ontario Chamber & Ontario Recreation & Parks Dept.

Time: 9 am – 4 pm; Food provided by Heintzelman's Marinade Magic Food Trailer. Over 60 Vendors!

Nov. 12, Saturday – American Legion Post #428, 6180 Knickerbocker Rd., Ontario, NY – Community

Open House; Time: 2 – 6 pm. Food provided by Heintzelman's Marinade Magic

WELCOME BACK RENEWING CHAMBER MEMBERS!
Thank You For Being So Prompt With Your Dues
Your Continued Support Is Appreciated

Katharine McNally, 433 Ontario Drive, Ontario, New York 14519
Liberty Mutual Insurance, Giuseppe Spano, 135 Corporate Woods Office, Suite 100, Rochester, NY 14623
Vineyardview Woodworking, Deb & Charlie DeMinck, 6921 Fisher Road, Ontario, NY 14519
DPR Bookkeeping Services, Diane Romano, 5212 Lincoln Road, Ontario, NY 14519
Reliant Community Credit Union, Colleen McCarthy, Customer Service, PO Box 40, Sodus, NY 14551
Sparks' Wayne Heating, Cooling & Chimney, Darren Sparks, 2014 Ridge Road, Ontario, New York 14519
Roger & Cheryl Legg, 7269 Ontario Center Road, Ontario, New York 14519

Welcome New Member(s) to the Ontario Chamber

ACIA Construction, LLC, owned by Kimberly Crandell, 2652 Ridge Road, Ontario, NY. ACIA Construction is a fencing, signage, and flag pole business. They can be reached at (585) 545-0914 or contacted by email, kcrandell.acia@gmail.com. A website is in the process of development.

Ontario Chamber Welcomes Two New Board of Directors



Brian Natale,
Farmers Insurance
Agent

At the Annual Awards & Recognition Banquet held on Sept. 15, 2016 at the Ontario Country Club the Ontario Chamber welcomed two new Board of Directors. Elected for a three year term, 2016 to 2019, was Brian Natale. Brian is a Farmers Insurance agent and has an office in Ontario at 1648 NYS Route 104. Brian's business background includes many years working in finance management positions at various local companies, including 16 years at Eastman Kodak as a Senior Financial Manager. He was born in Rochester and graduated from LeMoyne College with a B.S. in Accounting and earned an MBA from RIT in Corporate Accounting/Finance. He lives in Webster and has two teenage children. Brian is happy to be in Ontario and looks forward to giving back to the community through chamber activities. He can be reached at email, bnatale@farmersagent.com or (315) 524-4400.



Carolyn Grim,
Director of Sales,
Holiday Inn Express
& Suites

Also elected to a one year term, 2016 to 2017, was Carolyn Grim, Director of Sales at the Holiday Inn Express Suites, 860 Holt Road, Webster, NY. Carolyn fills the unexpired term of Vicki Steele who recently resigned. Her business background includes 20 years working in the hospitality industry, with 8 1/2 years at the Holiday Inn Express and Suites. Carolyn is also a member of the Webster Chamber; VisitRochester, and Holiday Inn Hotels of Upstate New York. She is a graduate of SUNY Brockport and lives in Penfield with her husband and has a 1 1/2 year old daughter and is expecting a 2nd baby. Carolyn can be reached at email, cgrim@buffalolodging.com or (585) 872-8211.

(Photos from dinner are on next page)

Photos of the Award Winners from the Chamber's Annual Banquet



Jim Switzer with daughter, Kacie, and wife Shari accepting his Lifetime Achievement Award



Kathy King and Linda Wyse accepting the Community Organization Award for the Good Samaritan Clothes Closet with Sherry Verstraete and Jim Switzer



Karin Pickard accepting the Volunteer of the Year Award



Virginia "Ginny" Molino accepting the Citizen of the Year Award with Jim Switzer and Sherry Verstraete



Jimmy Amaxopoulos owner of Lakeside Diner 6270 Lakeside Rd. accepting the Business Improvement Award



Aaron Preston, owner of Preston's Garden Landscape & Garden Center, 1640 NYS Rt. 104 accepting the Business Improvement Award with Sherry Verstraete



Jim Pedulla, owner of Altra Rental & Supply 2127 NYS Rt. 104, Honored for Business of the Year 2016

The dinner was well attended by over 90 residents and businesses. A delicious buffet was prepared by Melissa Mancine and staff from the Ontario Country Club. The Ontario Chamber thanks all the donors of door prizes; Aileen Hurilman and Jon Wordingham from Edward Jones for selling 50/50 raffle tickets; Ray Cedruly and Cheryl Legg for collecting door prizes and John Domm for his service as a photographer. All photos courtesy of John Domm.





**Ontario Chamber of
Commerce
September, 2016
Business of the Month
Nowak Homes
6318 Ontario Center Road
Ontario, NY 14519**

Matthew Nowak

Matthew J. Nowak began building new homes in 1999 and is the proud owner of what is now known as Nowak Homes. Matthew's knowledge of home building evolved over years of working a variety of major construction trades. Becoming proficient with these home building skills, Nowak felt, "I can do this", and he went out on his own building new homes. Matthew is a hands on builder, where he has a part in every aspect of the homes he builds. Working with his clients from the design of their new home until the home is complete (there is no middle man). Matthew prides himself on the details and the final touches and, "Knowing it is someone's dream to build a new home, it has to be right." Nowak Homes won First Place for the best two story home in the 2009 Homearama in Victor, NY.

Matthew's attention to detail will continue in the future with 5 to 6 and 9 acre lots coming up to build your dream home. Nowak Homes can also remodel your existing home, build an addition for your growing needs as well as add that garage for that extra space you have always wanted.

Matthew can be reached by phone at: 585-748-0066 or email Nowakhomes@gmail.com.

Congratulations to Nowak Homes as Business of the Month for September, 2016.

Ontario Chamber of Commerce is pleased to salute this Ontario Business as the **"Business of the Month."** The customized **"Business of the Month"** announcement sign is posted at their business. They are also featured in The Sun & Record with The Wayne County Mail and on the chamber's website, www.ontarionychamber.org.



L to R: Susan Gerber, Tom Ide, Tony Sclamo, John Graziose
Danielle Schaffer, and Beth Episcopo

**Ontario Chamber of Commerce
Business of the Month
October, 2016
Gerber Homes
Patriot Corner Town Houses
Stokely Creek
Ontario, NY**

John Graziose, Vice President of Gerber Homes states that in the past most people wanted single family homes exclusively. We are finding that the current trend favors town houses for families that are not yet ready to own their single family home or people that are downsizing from their single family home. Patriot Corners Town Houses offer that middle ground between owning a single family home and renting an apartment. Town Houses typically have a garage and are a little more independent living. Normally Town Houses do not have any one living above them. Patriot Corners Town Houses offer three bedroom units, are handicap accessible, have a little patio, gardening plots, deck, and laundry in the units. Patriot Corners maintains the lawns, plows the street and will plow individual units if there are no obstructions in the driveway. Town Houses are like a single family home but it is more cost effective to build town houses.

Graziose says we are finding that the market wants a nicer unit than a rental unit. We are finding a whole new group of people that enjoy apartment style living but do not want to be in an apartment.

Patriot Corners Town Houses currently has 30 units and there is a waiting list. Consequently they would like to build more units in Ontario. The new units would be a little bigger but with the same amenities.

We like working with the Town of Ontario. "They have always treated us well".

Susan Gerber states that Patriot Corners Town Houses has a mixed population, including the full range of families. Our population is about 60% young families and 40% retirees. A unique community has been created here, even though we did not plan it this way. Susan says this community is a benefit to the town.

It is clear that there is a need in Ontario for this type of dwelling.

**Gerber Patriot Corner Town Houses can be reached on the web at:
<http://www.gerberapartments.com/patriotcornertownhouses.htm>**

Phone: 315.524.7890 ext. 100

Fax: 315.524.7994

Congratulations to Patriot Corners Town Houses as Business of the Month for October. Ontario Chamber of Commerce is pleased to salute this Ontario Business as the "Business of the Month." The customized "Business of the Month" announcement sign is posted at their business. They are also featured in The Sun & Record with The Wayne County Mail and on the chamber's website, www.ontarionychamber.org.